

## **In Support of Next Generation Connecticut Initiative:**

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The current paradigm in Connecticut is one of slow loss of highly paid workers to other states and nations around the world. Continuing financial incentives to maintain the companies that we have are partially effective but are stop gap measures. To truly stem the tide, we need to change the paradigm. When Pfizer announced that it was pulling its headquarters out of Connecticut and moving important high paying jobs to Massachusetts, it wasn't that the regulatory or tax advantages were better there; it was to be closer to the intellectual capital in Boston. While being in the crossroads between New York City and Boston gives us a geographical niche, we have not created the infrastructure to support the growth and success of our biomedical and biotechnology companies.

We still have several large pharmaceutical companies with major investments in Connecticut including Boehringer Ingelheim, Pfizer, and Bristol Myers-Squibb. To retain them, we need to be the place where new drugs are being discovered and are ready for licensing, where drugs with problems being dissolved or absorbed can be formulated differently to allow their safe use, and where there is an educated workforce to move into the jobs that are created by shared innovation. We have numerous moderate sized and start up pharmaceutical companies including Protein Sciences, Alexion, and Achillion with strong roots in the community. Their success and growth is inexorably linked to our success in the future. However, they have intellectual needs that are not being supported in the State of Connecticut and if they were to experience strong growth, we would not be generating the highly educated employees needed to fill those jobs. I believe that Next Generation Connecticut, coupled with Bioscience Connecticut and the Technology Park, has the ability to change this paradigm. We would be increasing the number of thought leaders on new drugs and medical devices, educating the highly skilled workers that the companies desire here in Connecticut, and increasing the potential to grow and spin off new companies.

Is the pharmaceutical industry truly interested in partnering with us or have we already waited too long? Can we compete with the likes of Boston and Research Triangle Park in North Carolina? I believe that our past success demonstrates the answer is yes. When we reached out to the Pharmaceutical industry they have responded. At the School of Pharmacy we have worked closely with Boehringer Ingelheim and Pfizer and they have given close to \$4 million dollars in philanthropic support over the years to build our capacity in toxicology and pharmaceuticals because we have the intellectual expertise that they are looking for. This is in addition to the millions of dollars in research grants that we have garnered from pharmaceutical companies here in Connecticut and around the country. We have medicinal chemists that have several exciting antibiotic compounds

that could spur start-up companies in the future. We have competed successfully to become a prime provider of outcomes research services to Pfizer supplanting Tufts Medical Center in Boston.

If our capacity to support these companies were to increase, if we could partner with smaller companies to help them grow and thrive, if we could generate more of the drugs of the future; there would be a multiplicative effect on economic development in the State of Connecticut and we would simultaneously be educating the highly educated employees to fill the jobs of the future at the same time. We cannot continue business as usual and if we truly want to create an intellectually based economy, we need to invest in that future now.